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X U.S. AGRICULTURAL EXPORT SHARES BY REGION AND STATE,  
FISCAL YEAR 1968 X

by

Dewain H. Rahe and Isaac E. Lemon

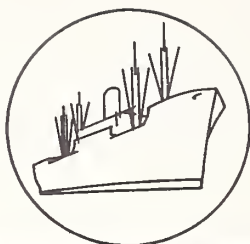
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## SPECIAL in this issue

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### U.S. AGRICULTURAL EXPORT SHARES BY REGION AND STATE, FISCAL YEAR 1968

by

Dewain H. Rahe and Isaac E. Lemon <sup>1/</sup>

The U.S. farmer has an important stake in the foreign market. In recent years about one-sixth of his income has been from the sale of agricultural products in foreign markets. In 1967/68 (year ending June 30), over two-thirds of U.S. rice output, over half of the wheat and cotton output, about 40 percent of hides and skins, and tallow, and around one-fourth of the farm sales of tobacco, grain sorghums, and corn were exported (fig. 1). The export market required the output of 71 million acres of U.S. cropland -- one-fourth of the total harvested in the United States in 1967 (fig. 2).

The United States is the world's leading exporter of agricultural products. In 1967/68, nearly one-fifth of the world's agricultural exports were provided by the U.S. farmer. To achieve these high levels of exports, agricultural and trade groups have cooperated with the U.S. Department of Agriculture to develop an aggressive promotion program in the principal foreign markets. These groups have promoted U.S. agricultural exports by trade fairs, trade centers, and technical assistance to develop new uses for U.S. agricultural commodities in the foreign market.

#### Total Agricultural Exports in Fiscal Year 1968

Fiscal year 1968 marked the first decline in U.S. exports over a 5-year period. Valued at \$6.3 billion, they compared with exports of \$6.8 billion in 1966/67 and \$6.7 billion in 1965/66 (fig. 3). Nevertheless, they were 4 percent above the 1964/65 total and 16 percent above the 1961-65 average, thus maintaining the upward trend of U.S. agricultural exports in recent years.

The export value of each major commodity group was lower in 1967/68 than in the previous year (fig. 4). Declines ranged from slight for oilseeds and products, grains and preparations, and vegetables to substantial for animals and animal products, cotton, tobacco, and fruits. Individual commodities for which export quantities rose to new records in 1967/68 were rice, soybeans, and oil cake and meal.

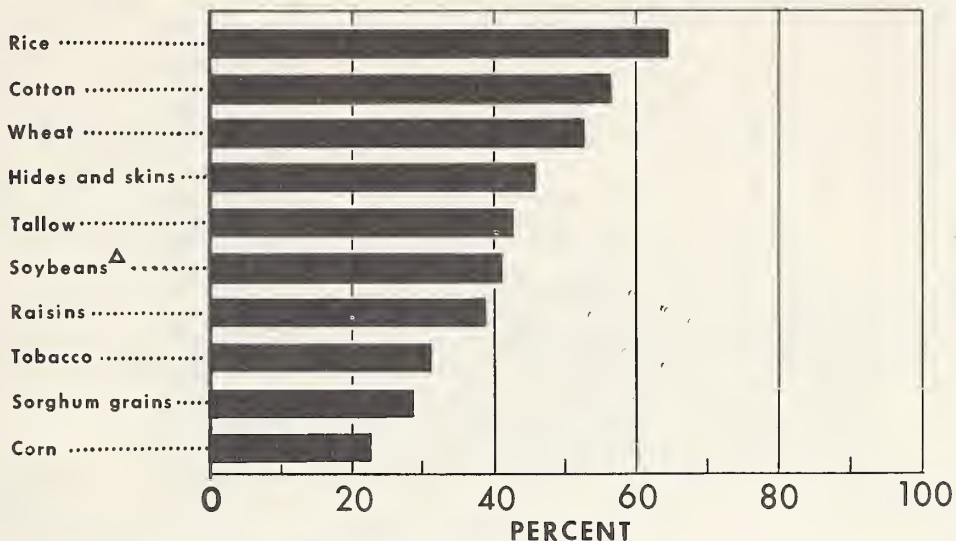
A considerable part of the overall decline in the value of agricultural exports in 1967/68 was due to lower prices. Although the value of exports fell 7 percent, volume declined only 2 percent. Thus, lower prices accounted for two-thirds of the total value decline.

The expansion of U.S. agricultural exports in recent years has benefited from population growth, advances in personal incomes in foreign countries, higher standards of

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## 10 LEADING U.S. AGRICULTURAL EXPORTS, AS PERCENTAGE OF FARM SALES, 1968\*



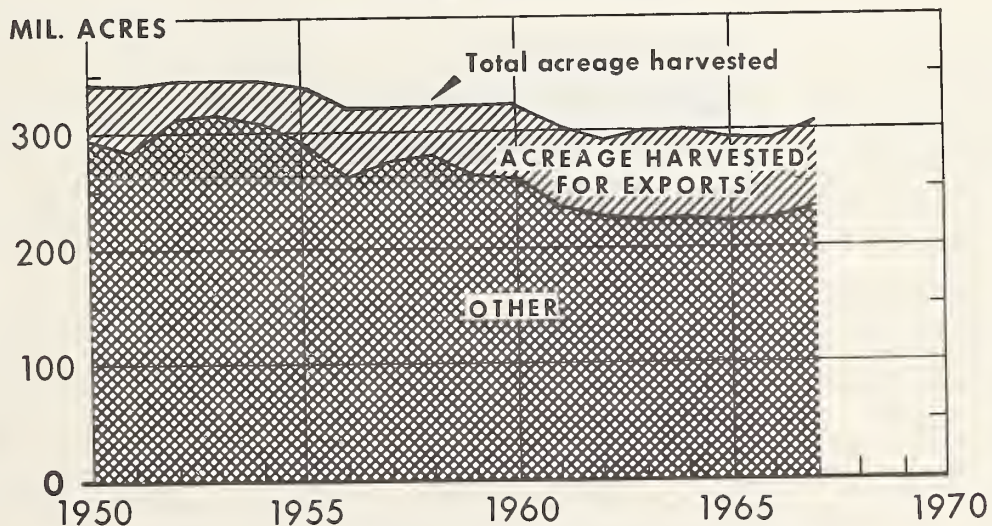
EXPORTS COMPARED WITH FARM SALES EXCEPT WITH PRODUCTION FOR RICE, HIDES AND SKINS, TALLOW, COTTON, AND TOBACCO. \* YEAR ENDING JUNE 30. <sup>Δ</sup> INCLUDING MEAL.

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Figure 1

## ACRES OF CROPS HARVESTED FOR U.S. EXPORTS



ACREAGES RELATE TO FISCAL OR CROP YEAR EXPORTS; INCLUDE CROP SEEDS AND LIVESTOCK FEED THAT ARE EXPORTED.

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Figure 2



## U.S. AGRICULTURAL EXPORTS: COMMERCIAL AND UNDER GOVERNMENT PROGRAMS

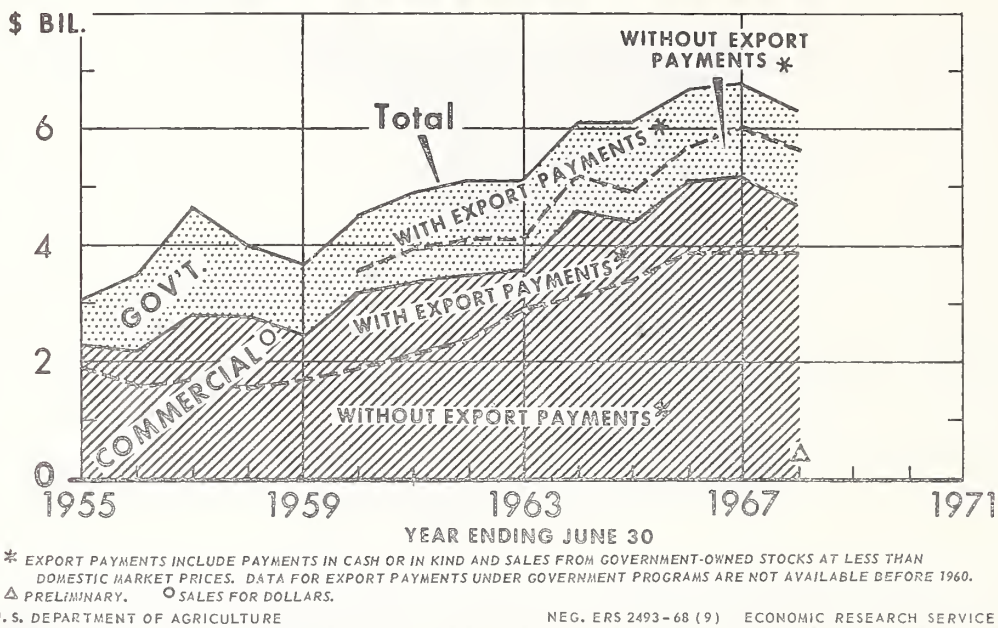


Figure 3

## U.S. AGRICULTURAL EXPORTS, BY COMMODITY GROUP, 1968\*

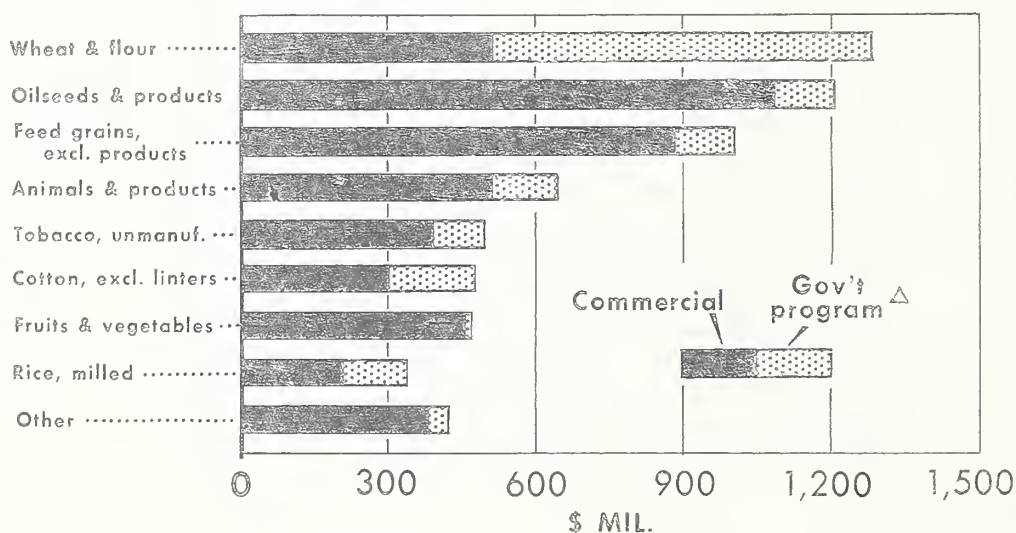


Figure 4

living in the industrial countries of Western Europe and Japan, and aggressive U.S. market development activities abroad to promote U.S. farm products.

Commercial sales for dollars in 1967/68 totaled \$4.7 billion, down from \$5.2 billion in 1966/67. This level of sales was the third highest on record and 20 percent above the 1961-65 average. If barter is included, commercial sales would total \$5.0 billion, compared with \$5.5 billion in 1966/67. Barter exports may be considered as commercial since nearly all barter transactions are for overseas purchases by the Department of Defense and for foreign goods bought under Agency for International Development programs. Exports under the Food for Peace program, P.L. 480 exports (excluding barter), totaled an estimated \$1.3 billion in 1967/68, about the same as in the previous year. Government exports of wheat increased, while those of feed grain declined substantially. Exports under Government programs, excluding barter, accounted for one-fifth of the total 1967/68 agricultural exports.

Agricultural exports in 1967/68 benefiting from export payment assistance in the form of export payments in cash or from sales of Government-owned stock at less than domestic prices totaled an estimated \$1.4 billion, compared with the previous year's level of \$2.1 billion. This level is about one-third less than that of the previous year.

#### Methodology for Determining Export Shares

It is extremely difficult to separate and report agricultural exports for the regions and the States. However, an indication of the importance of the foreign markets for each State and region can be derived.

In this article, the export shares for these areas were estimated mainly on the basis of the State's contribution to the Nations's output of agricultural commodities as shown by production or sales data. Once the export shares were determined, they were further refined and adjusted in some cases for certain commodities to reflect the actual shipment by commodity, grade, type, and export destination based on the information obtained from commodity specialists, trade groups, transportation agencies, and exporters.

A review of some of the major procedures and premises on which the estimates of export shares were based follows:

(1) The U.S. agricultural export list of 466 items in the U.S. Bureau of the Census classification of exports was analyzed and reduced to 19 major commodities and commodity groups as shown in table 2. These commodity groupings accounted for 91 percent of total U.S. agricultural exports in 1967/68. The remainder was assigned to the group consisting of other agricultural commodities. These other items consisted mainly of miscellaneous animal or vegetable products that could not be specified in the major groups listed in the table.

(2) Available production and sales data by State for 1967, as compiled by the U.S. Department of Agriculture, were reviewed to achieve commodity comparability between crop and livestock production and sales data and the 19 export commodities or commodity groups. The resultant similarity in the commodity classification in many of the 19 export commodities or groups like wheat, wheat flour, rice, cotton, soybeans, flaxseed, soybean oil, cottonseed oil, and tobacco with that of the corresponding production statistics facilitated the distribution of the exports among the States. Wheat was distributed by specific classes and tobacco by major individual types since production data are available. Exports of protein meal were allocated among the States according to the production of soybean and cottonseed meal. Soybean meal and cottonseed meal were aggregated and the export shares were assigned in terms of the aggregate. Similarly, total dried milk, evaporated milk, condensed milk, nonfat dry milk, and creamery butter production was aggregated, and export shares were apportioned

Table 2.--Value of export shares of agricultural commodities, by region and State, and type of export, United States, fiscal year 1968

Region, State, and type of export	Wheat flour	Wheat feed grains	Rice, paddy	Total feed grains	Cotton, seed	Flax- seed	Soy- bean oil	Cotton- seed oil	Protein- meal	Tobacco, human- use	Fruits and vegetables	Neats and hides	Dairy products	Meats and hides	Poultry, tallow, and other	Other	Total
NEW ENGLAND																	
Government Program	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	22.3
Commercial	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	2.9
Maine	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	19.4
Government Program	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	6.3
Commercial	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	6.3
New Hampshire	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	1.1
Government Program	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	1.1
Commercial	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	1.1
Vermont	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	1.5
Government Program	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	1.0
Commercial	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	0.5
Massachusetts	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	4.9
Government Program	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	0.5
Commercial	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	4.4
Rhode Island	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	0.3
Government Program	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	0.3
Commercial	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	0.3
Connecticut	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	8.2
Government Program	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	1.4
Commercial	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	6.8
MIDDLE ATLANTIC																	
Government Program	23.8	9.8	---	13.2	---	---	---	---	---	---	---	---	---	---	---	---	146.6
Commercial	14.1	7.2	---	0.9	---	---	---	---	---	---	---	---	---	---	---	---	38.9
New York	9.7	2.6	---	12.3	---	---	---	---	---	---	---	---	---	---	---	---	107.7
Government Program	8.3	9.8	---	3.0	---	---	---	---	---	---	---	---	---	---	---	---	62.8
Commercial	4.9	7.2	---	2.8	---	---	---	---	---	---	---	---	---	---	---	---	20.7
New Jersey	3.4	2.6	---	1.6	---	---	---	---	---	---	---	---	---	---	---	---	42.1
Government Program	2.4	---	---	0.1	---	---	---	---	---	---	---	---	---	---	---	---	18.8
Commercial	1.4	---	---	1.5	---	---	---	---	---	---	---	---	---	---	---	---	1.7
Pennsylvania	1.0	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	17.1
Government Program	13.1	---	---	8.6	---	---	---	---	---	---	---	---	---	---	---	---	65.0
Commercial	7.8	---	---	0.6	---	---	---	---	---	---	---	---	---	---	---	---	16.5
EAST NORTH CENTRAL																	
Government Program	175.2	14.3	---	368.7	---	---	---	---	---	---	---	---	---	---	---	---	1,181.9
Commercial	103.6	10.6	---	25.9	---	---	---	---	---	---	---	---	---	---	---	---	224.8
Ohio	71.6	3.7	---	342.8	---	---	---	---	---	---	---	---	---	---	---	---	957.1
Government Program	41.7	4.4	---	41.3	---	---	---	---	---	---	---	---	---	---	---	---	194.1
Commercial	24.7	3.3	---	2.9	---	---	---	---	---	---	---	---	---	---	---	---	47.1
Indiana	17.0	1.1	---	38.4	---	---	---	---	---	---	---	---	---	---	---	---	147.0
Government Program	39.3	2.3	---	82.0	---	---	---	---	---	---	---	---	---	---	---	---	251.5
Commercial	23.3	1.7	---	5.7	---	---	---	---	---	---	---	---	---	---	---	---	65.9
Illinois	16.0	0.6	---	76.3	---	---	---	---	---	---	---	---	---	---	---	---	205.6
Government Program	60.8	5.0	---	222.7	---	---	---	---	---	---	---	---	---	---	---	---	585.3
Commercial	35.9	3.7	---	15.5	---	---	---	---	---	---	---	---	---	---	---	---	87.0
Michigan	24.9	1.3	---	207.2	---	---	---	---	---	---	---	---	---	---	---	---	498.3
Government Program	32.2	2.6	---	12.6	---	---	---	---	---	---	---	---	---	---	---	---	92.4
Commercial	19.0	1.9	---	1.0	---	---	---	---	---	---	---	---	---	---	---	---	26.6
Continued--	13.2	0.7	---	11.6	---	---	---	---	---	---	---	---	---	---	---	---	65.8





Table 2.--Value of export shares of agricultural commodities, by region and State, and type of export, United States, fiscal year 1968 %--Continued

Region, State, and type of export	Wheat	Wheat flour	Rice, exclud- ing paddy	Total exclud- ing paddy	Cotton, exclud- ing linters	Soy- beans seed	Flax- seed	Soy- bean oil	Cotton seed oil	Protein meal	Tobacco, human- use fac- tured	Fruits and prepa- rations	Vege- tables and prepa- rations	Dairy prod- ucts exclud- ing poultry	Meats and prod- ucts exclud- ing poultry	Hides and skins exclud- ing poultry	Poultry	Lard	Nuts	Other	Total
-- Million dollars --																					
SOUTH ATLANTIC--Continued																					
Georgia.....	2.4	---	---	14.0	14.2	---	9.8	---	0.2	1.5	48.4	2.5	1.0	---	1.4	1.2	8.5	1.7	13.6	11.6	132.0
Government Program.....	1.4	---	---	1.0	5.2	---	---	---	0.1	---	40.3	---	---	---	---	---	0.1	0.2	---	0.6	18.9
Commercial.....	1.0	---	---	13.0	9.0	---	9.8	---	0.1	1.5	38.1	2.5	1.0	---	1.4	1.2	8.4	1.5	13.6	11.0	113.1
Florida.....	1.2	---	---	2.9	---	---	2.3	---	---	---	12.6	50.7	16.8	---	1.0	1.9	0.4	1.3	1.1	8.9	101.1
Government Program.....	0.7	---	---	0.3	---	---	---	---	---	---	2.7	---	0.1	---	---	---	---	0.2	---	0.1	4.0
Commercial.....	0.5	---	---	2.7	---	---	2.3	---	---	---	9.9	50.7	16.7	---	1.0	1.9	0.4	1.1	1.1	8.8	97.1
EAST SOUTH CENTRAL																					
Georgia.....	26.3	3.0	8.8	22.1	90.7	78.1	---	---	11.9	1.6	29.5	40.9	1.7	2.2	7.9	5.3	4.9	10.4	7.3	3.6	34.3
Government Program.....	15.4	2.2	3.0	1.6	33.4	---	---	---	11.4	0.7	8.7	---	---	7.6	---	---	0.1	1.1	---	2.8	88.6
Commercial.....	10.9	0.8	5.2	20.5	57.3	78.1	---	---	0.5	0.9	29.5	32.2	1.7	2.2	0.3	5.3	4.9	10.3	6.2	3.6	31.5
Kentucky.....	6.0	---	---	11.0	---	8.3	---	---	---	---	29.6	0.3	0.2	4.5	1.0	0.7	0.1	1.4	---	6.1	69.2
Government Program.....	3.5	---	---	0.8	---	---	---	---	---	---	6.3	---	---	4.3	---	---	---	0.2	---	0.5	15.6
Commercial.....	2.5	---	---	10.2	---	8.3	---	---	---	---	23.3	0.3	0.2	0.2	1.0	0.7	0.1	1.2	---	5.6	53.6
Tennessee.....	7.2	3.0	---	5.2	10.0	21.0	---	---	8.9	0.3	18.4	0.3	0.5	3.2	2.4	2.0	0.9	3.3	---	8.9	101.9
Government Program.....	4.2	2.2	---	0.4	3.7	---	---	---	8.5	0.1	1.4	---	---	3.1	---	---	---	0.5	---	0.8	24.9
Commercial.....	3.0	0.8	---	4.8	6.3	21.0	---	---	0.4	0.2	18.4	5.0	0.3	0.5	0.1	2.4	0.9	2.8	---	8.1	77.0
Alabama.....	2.4	---	---	5.2	12.3	9.8	---	---	0.2	1.5	4.9	0.8	1.2	---	0.8	0.8	6.2	1.2	3.4	4.9	55.6
Government Program.....	1.4	---	---	0.4	4.5	---	---	---	---	0.1	1.0	---	---	---	---	---	0.1	0.2	---	0.2	7.9
Commercial.....	1.0	---	---	4.8	7.8	9.8	---	---	0.1	1.5	3.9	0.8	1.2	---	0.8	0.8	6.1	1.0	3.4	4.7	47.7
Mississippi.....	10.7	---	8.8	0.7	68.4	39.0	---	---	3.0	1.1	9.6	---	0.3	0.3	0.2	1.1	1.4	3.2	1.4	0.2	14.4
Government Program.....	6.3	---	3.6	---	25.2	---	---	---	2.9	0.5	---	---	---	0.2	---	---	---	---	---	---	1.3
Commercial.....	4.4	---	5.2	0.7	43.2	39.0	---	---	0.1	0.6	9.6	---	0.3	0.3	0.2	1.1	1.4	3.2	1.2	0.2	13.1
WEST SOUTH CENTRAL																					
Arkansas.....	132.4	6.4	262.6	125.6	247.4	103.6	0.1	6.7	3.5	27.4	---	---	3.9	9.9	2.2	7.8	11.6	11.7	9.9	8.9	94.5
Government Program.....	78.3	4.7	106.0	37.4	91.0	---	---	---	6.4	1.6	---	---	---	2.1	---	0.1	0.1	1.4	---	---	10.7
Commercial.....	54.1	1.7	156.6	88.2	156.4	103.6	0.1	0.3	1.9	27.4	---	---	3.9	9.9	0.1	7.8	11.5	11.6	8.5	8.9	83.8
Louisiana.....	15.5	---	81.1	0.5	32.3	71.3	---	6.7	0.5	13.7	---	---	1.1	0.8	---	0.4	0.6	7.2	0.6	0.1	22.4
Government Program.....	9.2	---	32.7	0.1	11.9	---	---	---	6.4	0.2	---	---	---	---	---	---	---	0.1	0.1	---	2.0
Commercial.....	6.3	---	48.4	0.4	20.4	71.3	---	0.3	0.3	13.7	---	---	1.1	0.8	---	0.4	0.6	7.1	0.5	0.1	20.4
Louisiana.....	2.4	---	83.5	0.3	26.6	24.0	---	---	0.3	1.0	---	---	0.3	0.3	0.1	0.5	1.1	0.6	0.4	0.2	13.6
Government Program.....	1.4	---	33.7	0.1	9.8	---	---	---	0.1	---	---	---	---	0.1	---	---	---	---	---	---	1.4
Commercial.....	1.0	---	49.8	0.2	16.8	24.0	---	---	0.2	1.0	---	---	0.3	0.3	0.1	0.5	1.1	0.6	0.3	0.2	12.2
Oklahoma.....	71.6	2.4	---	6.2	12.3	3.0	---	---	---	---	---	---	---	0.3	0.8	1.3	1.6	0.2	1.7	3.4	10.1
Government Program.....	42.3	1.8	---	1.8	4.5	---	---	---	---	---	---	---	---	0.8	---	---	---	0.2	---	---	1.7
Commercial.....	29.3	0.6	---	4.4	7.8	3.0	---	---	---	---	---	---	---	0.3	---	1.3	1.6	0.2	1.5	3.4	8.4
Texas.....	42.9	4.0	98.0	118.6	176.2	5.3	0.1	---	2.7	12.7	---	---	2.5	8.5	1.3	5.6	8.3	3.7	7.2	5.2	48.4
Government Program.....	25.4	2.9	39.6	35.4	64.8	---	---	---	1.3	---	---	---	---	1.2	---	---	0.1	---	---	---	5.6
Commercial.....	17.5	1.1	58.4	83.2	111.4	5.3	0.1	---	1.4	12.7	---	---	2.5	8.5	0.1	5.6	8.2	3.7	6.2	5.2	42.8
MONTANA.....	184.9	2.7	---	29.4	39.0	---	---	---	0.3	2.5	---	---	---	20.7	1.8	6.4	8.4	0.8	9.4	0.2	30.3
Government Program.....	109.2	2.0	---	5.3	14.4	---	---	---	0.1	---	---	---	---	1.7	---	---	0.1	---	---	---	4.3
Commercial.....	75.7	0.7	---	24.1	24.6	---	---	---	0.2	2.5	---	---	---	0.1	6.4	8.3	0.8	8.2	0.2	26.0	206.4
Montana.....	90.6	0.9	---	3.5	---	---	---	---	---	---	---	---	---	0.3	0.1	0.6	0.7	---	0.9	---	9.4
Government Program.....	53.6	0.7	---	---	---	---	---	---	---	---	---	---	---	0.1	---	---	---	---	---	---	1.8
Commercial.....	37.0	0.2	---	3.5	---	---	0.1	---	---	---	---	---	---	0.3	---	0.6	0.7	---	0.8	---	7.6
Idaho.....	44.1	---	---	2.1	---	---	---	---	---	---	1.4	8.8	1.4	0.7	0.9	---	---	---	1.0	---	5.8
Government Program.....	26.1	---	---	---	---	---	---	---	---	---	---	---	---	0.1	1.3	---	---	---	---	---	0.9
Commercial.....	18.0	---	---	2.1	---	---	---	---	---	---	1.4	8.7	0.1	0.7	0.9	---	---	---	0.9	---	4.9
Wyoming.....	6.0	---	---	0.3	---	---	---	---	---	---	---	---	---	0.5	---	0.1	0.1	---	0.1	---	0.7
Government Program.....	3.5	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	3.6
Commercial.....	2.5	---	---	0.3	---	---	---	---	---	---	---	---	---	0.5	---	0.1	0.1	---	0.1	---	0.6

See footnotes at end of table.

Continued--

Table 2.--Value of export shares of agricultural commodities, by region and State, and type of export, United States, fiscal year 1968 --Continued

Region, State, and type of export	Wheat flour	Wheat paddy	Rice exclud- ing	Total rice	Cotton seed	Soy- bean oil	Protein meal	Tobacco	Fruits and vegetables	Dairy products	Meats and poultry	Hides and skins	Poultry products	Other products	Total
MOUNTAIN-Continued															
Colorado	31.0	---	---	9.5	---	---	---	---	0.5	3.4	0.1	4.3	0.3	4.8	5.5
Government Program	18.3	---	---	7.9	---	---	---	---	0.5	3.4	0.1	4.2	0.3	4.7	21.5
Commercial	12.7	---	---	1.6	---	---	---	---	---	---	---	---	---	---	4.8
New Mexico	2.4	---	---	5.5	10.0	---	---	---	---	1.2	---	0.8	---	0.2	2.0
Government Program	1.4	---	---	3.6	3.7	---	---	---	---	---	---	---	---	---	7.0
Commercial	1.0	---	---	1.9	6.3	---	---	---	---	1.2	---	0.8	---	0.2	1.8
Arizona	2.4	---	---	8.1	29.0	---	0.3	2.5	5.5	6.0	---	0.7	---	---	5.4
Government Program	1.4	---	---	6.0	10.7	---	0.1	---	---	---	---	0.1	---	---	14.8
Commercial	1.0	---	---	2.1	18.3	---	0.2	2.5	5.5	6.0	---	0.6	---	---	5.0
Utah	7.2	1.8	---	0.3	---	---	---	---	0.5	0.5	0.2	0.8	0.5	0.9	1.3
Government Program	4.2	1.3	---	0.3	---	---	---	---	0.5	0.5	0.2	0.8	0.5	0.9	6.0
Commercial	3.0	0.5	---	0.3	---	---	---	---	0.5	0.5	0.2	0.8	0.5	0.8	1.1
Nevada	1.2	---	---	0.1	---	---	---	---	---	---	---	0.1	---	---	0.2
Government Program	0.7	---	---	0.1	---	---	---	---	---	---	---	0.1	---	---	0.7
Commercial	0.5	---	---	0.1	---	---	---	---	---	---	---	0.1	---	---	1.1
PACIFIC	128.7	7.7	66.8	26.1	64.6	---	0.8	2.8	164.1	62.4	8.0	12.1	4.3	12.4	55.3
Government Program	76.1	5.7	27.0	3.3	23.8	---	0.4	---	---	0.1	7.7	0.2	---	---	4.7
Commercial	52.6	2.0	39.8	22.8	40.8	---	0.4	2.8	164.1	62.3	0.3	11.9	4.3	10.7	50.6
Washington	94.2	2.5	---	1.1	---	---	---	---	---	---	---	---	---	---	13.3
Government Program	55.7	1.8	---	1.1	---	---	---	---	---	---	---	---	---	---	150.7
Commercial	38.5	0.7	---	1.1	---	---	---	---	---	---	---	---	---	---	60.7
Oregon	25.0	2.0	---	0.9	---	---	---	---	---	---	---	---	---	---	11.4
Government Program	14.8	1.5	---	0.9	---	---	---	---	---	---	---	---	---	---	48.8
Commercial	10.2	0.5	---	0.9	---	---	---	---	---	---	---	---	---	---	17.0
California	9.5	3.2	66.8	24.1	64.6	---	0.8	2.8	113.9	50.9	6.9	9.3	3.3	9.4	36.3
Government Program	5.6	2.4	27.0	3.3	23.8	---	0.4	---	---	0.1	6.6	0.2	---	---	73.0
Commercial	3.9	0.8	39.8	20.8	40.8	---	0.4	2.8	113.9	50.8	0.3	9.1	3.3	8.1	34.0
Hawaii	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Government Program	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Commercial	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Alaska	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Government Program	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Commercial	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
OTHER 4/	---	8.7	---	1.7	0.9	---	---	---	---	---	---	---	---	---	---
Government Program	---	6.4	---	0.3	---	---	---	---	---	---	---	---	---	---	---
Commercial	---	2.3	---	1.7	0.6	---	---	---	---	---	---	---	---	---	---
UNITED STATES	1,192.5	85.0	339.2	1,000.3	474.8	750.7	15.7	117.2	7.5	253.0	115.7	104.4	111.3	58.7	143.9
Government Program	704.6	62.5	137.0	119.9	174.7	---	---	---	---	---	---	---	---	---	---
Commercial	487.9	22.5	202.2	880.4	300.1	750.7	15.7	5.2	4.0	253.0	104.4	109.5	58.4	123.8	504.2

\* Year ending June 30.

1/ Includes corn, grain sorghums, barley, and oats.

2/ Includes Maryland.

3/ Includes with Delaware.

4/ Includes exports that were not apportioned among States.

to each State to derive exports of dairy products. Cattle, calf, and hog slaughter was used to approximate meat exports. Likewise, cattle and calf slaughter served to apportion hides and skins, and hog, cattle, and calf slaughter formed the basis for allocation of lard and tallow exports. The distribution of poultry exports among the States was accomplished by relating them to the aggregate commercial broiler and turkey production.

(3) Feed grains, fruits, and vegetables were distributed among the States according to sales information instead of production. The use of production data instead of quantity sold in allocating feed grains would have included in the allocation factor feed grains that were actually retained for use on the farm. Sales data for fruits and vegetables served to avoid the compilation of production data for many fruit and vegetable items on the export list. The sales data for fruits and vegetables correlated highly with production data.

(4) In apportioning the exports of major commodity groups among the States, total exports and exports under Government-financed programs were considered separately. The ratio of program exports to total exports for individual commodity groups was retained in the State-by-State allocation. The relative importance of Government programs in national export statistics was assumed to be the same for specific commodities for individual States.

(5) The valuation of exports by State is based upon the official valuation of U.S. exports rather than the domestic price. This method more accurately reflects the regional and State stakes in the Nation's export market. The export value of U.S. agricultural exports is the value at the port of exportation. It is based upon the selling price (or the cost if not sold) and includes inland freight, insurance, and other charges to the port.

(6) U.S. agricultural exports listed according to the U.S. Bureau of the Census export classification include mainly unprocessed agricultural commodities but they also include some processed and semiprocessed agricultural products. The principal unprocessed commodities were wheat, rice, cotton, flaxseed, feed grains, tobacco, and soybeans. These products accounted for 67 percent of U.S. agricultural exports in fiscal year 1968. The processed and semiprocessed items include animal products (dairy products, meats, hides and skins, poultry, and lard and tallow), processed fruits and vegetables, and other products such as flour, lard, protein meal, and vegetable oils.

#### Export Shares by Region and State in 1967/68

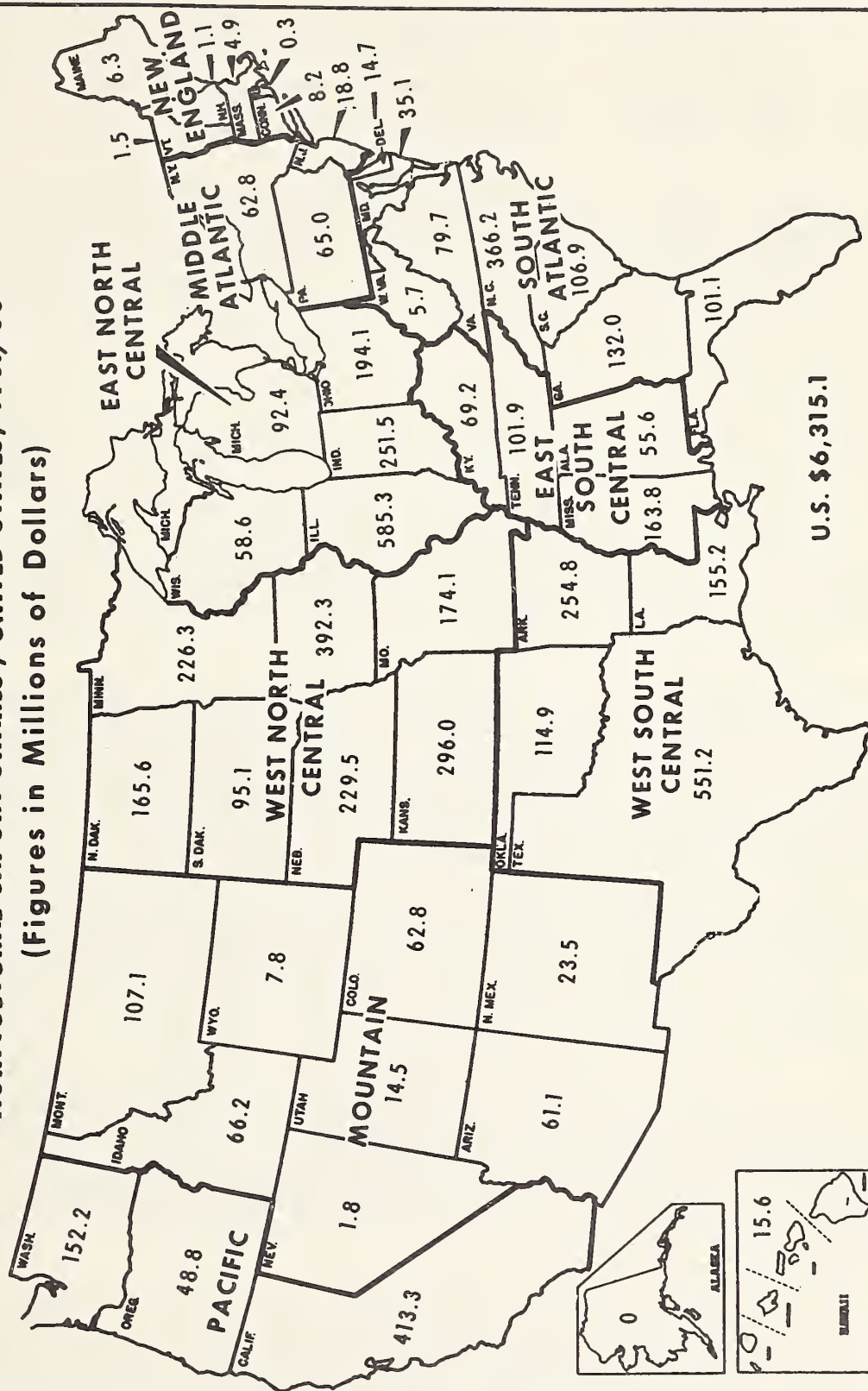
Value estimates of regional and State export shares by commodity and commodity group for 1967/68 are summarized in table 2. Although every important U.S. farming region and State has a significant share in the export market for agricultural products, three of the nine regions accounted for over 60 percent of the Nation's \$6,315 million of farm exports in 1967/68. These three regions (West North Central, East North Central, and West South Central) include 16 States: Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma and Texas.

Largest State shares of agricultural exports in 1967/68 were attributed to Illinois (\$585.3 million), Texas (\$551.2 million), California (\$413.3 million), Iowa (\$392.3 million), North Carolina (\$366.2 million), Kansas (\$296.0 million), Arkansas (\$254.8 million), Indiana (\$251.5 million), Nebraska (\$229.5 million), and Minnesota (\$226.3 million), (fig. 5). Many other States has significant shares of the agricultural market, particularly for certain products.



# **AGRICULTURAL EXPORT SHARES, UNITED STATES, 1967/68**

(Figures in Millions of Dollars)



U. S. DEPARTMENT OF AGRICULTURE

NEG. ERS 5762-68 (9)

ECONOMIC RESEARCH SERVICE

Figure 5

West North Central Region.--The West North Central Region in 1967/68 contributed \$1,579 million of farm products. Of this total, commercial sales for dollars accounted for \$1,136 million and the balance was under Government-financed programs. Iowa and Kansas were the leading exporting States followed by Nebraska, Minnesota, Missouri, North Dakota, and South Dakota. Iowa furnished feed grains, soybeans, soybean meal, tallow, lard, meats, and hides and skins. Kansas supplied wheat, wheat flour, feed grains, and soybeans. Nebraska supplied wheat, feed grains, soybeans, meats, hides and skins, lard, and tallow. Minnesota contributed feed grains, soybeans, soybean oil, dairy products, wheat and flour, soybean meal, lard, tallow, meats, and hides. Wheat and feed grains were the principal exports of North Dakota and South Dakota. The West North Central Region supplied about one-fourth of the Nation's farm products exported in 1967/68. It furnished nearly all of the flaxseed; nearly half of the lard and tallow; over a third of the soybeans, feed grains, and hides and skins; one-fifth of the protein meal; and about one-fifth of value of all other farm commodities combined.

East North Central Region.--Agricultural exports attributable to the East North Central Region amounted to \$1,182 million, including \$957 million of commercial sales for dollars and \$225 million of exports under Government-financed programs. Illinois dominated the region's exports with nearly half of the five-State total. Indiana and Ohio were followed by Michigan and Wisconsin. Illinois, the Nation's leading exporter, contributed feed grains, soybeans, soybean oil, wheat, protein meal, lard, tallow, and hides and skins. Indiana and Ohio exported chiefly feed grains, soybeans, and wheat. Michigan was important for its wheat, feed grains, fruits, and vegetables. Wisconsin's dairy products were followed by feed grains, vegetables and preparations, hides and skins, and lard and tallow.

West South Central Region.--Exports attributable to the West South Central Region were valued at \$1,076 million in 1967/68. Texas was the leading State with over half of the four-State total followed by Arkansas, Louisiana, and Oklahoma. Texas, with its export share of \$551 million, ranked second to Illinois as the Nation's chief export supplier. Texas exported principally cotton, feed grains, wheat, rice, and protein meal. Arkansas was the source of soybeans, rice, cotton, and poultry. Louisiana was a major supplier of rice, cotton, and soybeans. Oklahoma's major commodities exported were wheat, cotton, and feed grains.

Agricultural exports of the West South Central Region accounted for 17 percent of the Nation's export total. The region led all others in the supplies of rice and cotton, furnishing three-fourths of the rice exports and over half of the cotton exported from the United States. This region was also a major supplier of poultry products, wheat, feed grains, soybeans, hides and skins, protein meal, lard, tallow, vegetables, nuts and preparations, and meats.

Other regions.--The remaining six regions accounted for less than two-fifths of agricultural exports in 1967/68. In order of importance, these regions were South Atlantic (13 percent of farm product exports), Pacific (10 percent), East South Central (6 percent), Mountain (5 percent), Middle Atlantic (2 percent) and New England (three-tenths of 1 percent). The residue of nearly 2 percent is accounted for by the fact that some States production and sales information used to apportion the exports did not identify every State by name, and several commodities could not be completely allocated among the States.

The South Atlantic Region with exports valued at \$841 million was the source of 86 percent of the Nation's tobacco exports, 57 percent of the nuts and preparations, 38 percent of the poultry products, 23 percent of the fruits, and 15 percent of the vegetables. It also contributed soybeans, cotton, feed grains, meat, hides and skins, lard, and tallow. The Pacific Region, with \$630 million in agricultural exports, provided over half of the fruits, nearly two-fifths of the vegetables, and one-fifth

of the rice. It also supplied cotton, meat, hides and skins, wheat, lard and tallow, poultry and dairy products, feed grains, and protein meal.

The East South Central Region with an export share at \$391 million supplied one-fifth of the cotton exports, one-sixth of the poultry products, and 12 percent of the protein meal. This region also supplied soybeans, soybean oil, wheat, tobacco, dairy products, and meats and products.

The Mountain Region, with exports of \$345 million, supplied 5 percent of total agricultural exports and was an important supplier of wheat and vegetables and preparations. Other products exported from this area include hides and skins, lard and tallow, cotton, and feed grains.

The Middle Atlantic Region with exports of \$147 million supplied 8 percent of the fruit. It was also a supplier of hides and skins, meat and meat products, lard and tallow, and small amounts of tobacco, poultry meats, wheat, and feed grains.

New England's exports of \$22 million included tobacco, fruits and preparations, and vegetables and preparations.

#### Export Shares by Region and State in 1967/68 With Comparisons

U.S. agricultural exports in 1967/68 amounted to \$6,315 million, the third highest figure on record. In 1965/66, these exports totaled \$6,681 million; in 1959/60, they were \$4,517 million; while in 1953/54, the year preceding the inauguration of Public Law 480 exports, they were only \$2,936 million (table 3).

Regions.--Most of the gain in exports since the 1953/54 period was accounted for by the West North Central Region and the East North Central Region. These areas accounted for 54 percent of the total gain in the national exports to 1967/68. This gain resulted primarily from increased commercial sales of feed grains, soybeans, and protein meal. Exports from the West North Central Region increased threefold and accounted for about one-third of the total gain for the entire country. The East North Central Region increased by nearly threefold to \$1,182 million, the gain amounted to 22 percent of the total. Most of the increase occurred since 1959/60. Exports from the West South Central Region were \$524 million larger than in 1953/54. The West South Central Region accounted for about 16 percent of the increase in total U.S. agricultural exports since 1953/54. The other six regions contributed about one-fourth to the increase in agricultural exports from 1953/54 to 1967/68.

States.--The largest increases by State occurred in Texas and in four of the North Central States -- Kansas, Iowa, Indiana, and Illinois. Their value of exports in 1967/68 was from two to four times the 1953/54 level.

The top 10 States -- Illinois, Texas, California, Iowa, North Carolina, Kansas, Arkansas, Indiana, Nebraska, and Minnesota -- accounted for 60 percent of the overall increase in exports from 1953/54 to 1967/68. The major export increases included oilseeds and products, feed grains, wheat, and rice. Other gains since 1953/54 were recorded for animal products and tobacco.

Table 3.--Value of export shares of agricultural commodities, by region and State, United States, fiscal years 1954, 1960, 1966, and 1968

Region and State	Year ending June 30				Year ending June 30			
	1954	1960	1966	1968	1954	1960	1966	1968
	-- Million dollars --				-- Million dollars --			
New England:								
Maine .....	16.0	25.4	34.3	22.3:	South Atlantic-Continued:			
New Hampshire .....	3.9	11.2	14.8	6.3:	South Carolina .....	76.0	81.4	97.7
Vermont .....	0.8	1.0	1.2	1.1:	Georgia .....	79.4	92.0	112.6
Massachusetts .....	1.2	1.4	1.9	1.5:	Florida .....	56.8	91.1	117.5
Rhode Island .....	4.2	4.8	6.1	4.9:				
Connecticut .....	0.4	0.5	0.3	0.3:	East South Central:			
	5.5	6.5	10.0	8.2:	Kentucky .....	255.4	336.5	379.2
Middle Atlantic:					Tennessee .....	31.9	45.6	73.6
New York .....	91.4	137.0	181.4	146.6:	Alabama .....	55.1	93.9	111.7
New Jersey .....	46.4	65.4	81.3	62.8:	Mississippi .....	57.5	62.5	57.2
Pennsylvania .....	12.5	18.5	21.9	18.8:		110.9	134.5	136.7
	32.5	53.1	78.2	65.0:	West South Central:			
East North Central:					Arkansas .....	551.8	834.5	975.9
Ohio .....	426.0	702.9	1,395.4	1,181.9:	Louisiana .....	118.3	184.1	204.8
Indiana .....	83.1	129.5	218.7	194.1:	Oklahoma .....	78.5	76.0	98.9
Illinois .....	77.7	135.0	317.3	251.5:	Texas .....	57.5	105.1	181.8
Michigan .....	165.1	302.8	666.0	585.3:		297.5	469.3	490.4
Wisconsin .....	51.7	76.8	110.4	92.4:	Mountain:			
	48.4	58.8	83.0	58.6:	Montana .....	185.0	283.1	365.2
West North Central:					Idaho .....	46.9	65.4	126.6
Minnesota .....	524.7	998.1	1,785.3	1,578.9:	Wyoming .....	26.8	46.6	80.9
Iowa .....	87.4	156.5	240.5	226.3:	Colorado .....	3.4	6.9	5.2
Missouri .....	103.8	211.0	426.1	392.3:	New Mexico .....	28.5	59.4	56.9
North Dakota .....	81.0	150.9	204.3	174.1:	Arizona .....	16.0	24.6	22.5
South Dakota .....	54.8	85.7	205.6	165.6:	Utah .....	53.7	65.6	55.6
Nebraska .....	31.6	33.1	84.3	95.1:	Nevada .....	9.4	13.4	17.1
Kansas .....	72.8	135.4	232.3	229.5:		0.3	1.2	0.4
	93.3	225.5	392.2	296.0:	Pacific:			
South Atlantic:					Washington .....	356.8	528.0	654.2
Delaware .....	497.6	617.0	777.4	841.4:	Oregon .....	63.6	93.6	154.6
Maryland .....	7.3	11.2	17.7	14.7:	California .....	26.9	42.3	64.6
Virginia .....	15.3	25.5	40.9	35.1:	Hawaii .....	266.3	392.1	415.2
West Virginia .....	42.1	58.3	78.6	79.7:	Alaska .....	N.A.	N.A.	19.8
North Carolina .....	3.5	5.8	6.4	5.7:	Other .....	---	---	---
	217.2	251.7	306.0	366.2:		31.2	54.3	132.6
					United States .....	2,935.9	4,516.8	6,680.9
								6,315.1

N.A. = Not available





